



**Business and Innovation Environment Second Work Group Meeting**

**February 12, 2016**

**Offices of McGuireWoods, Gateway Plaza**

**800 E Canal St, Richmond, VA 23219**

**Frances Hayes Room, 18<sup>th</sup> Floor**

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**Chair Present:**

Bob Dehnert, Senior Director, Raytheon Company

**Work Group Members Present:**

Guy Sanitate, Scitor Corporation, an SAIC Company

**Commissioners Present:**

Scott Strimple, Captain, United Airlines

David Hamrick, Senior Technical Advisor, The MITRE Corporation

**Representing Commission Members:**

Nicholas Devereux, Office of U.S. Senator Mark Warner

**Guests in Attendance:**

David Hinton, Executive Director to the Commission, Office of the Secretary of Technology

Greg Richards, Assistant Attorney General, Office of the Attorney General

Jonathan Selby, Office of the Secretary of Technology

Jay Smith, Partner, Capital Results

**Public Members Present:**

Listing attached to minutes of the third full Commission meeting, February 12, 2016

**Minutes**

**1:34: Convene the Business and Innovation Environment Work Group**

Minutes of the first Business and Innovation Environment Work Group meeting; not approved due to lack of a quorum.

## Review Draft - Subject to Commission Approval

Priorities going forward:

1. Incentives
2. Focal
3. Role of test ranges, other existing resources in the state
4. Market survey as a foundation for going forward

Near term: market survey followed by the advocacy group to be launched as soon as possible. Bob will define expectation of a market survey. Some of this work may already be done.

Discussion of the UMS focal or advocate:

How can we fund? Industry contributions. We kick in funds all the time; we spend \$10K for an association and mostly get conferences. We would provide funds for a metrics based organization.

A suggestion that the Board of Directors should make decisions with inputs from the Commonwealth and academia.

Nicholas: This should be an independent entity, not a state organization.

Guy: It needs a small staff, 2 or 3 people.

Scott Strimple: The telecom industry started something like this and now one company runs the show. How do we prevent this?

Bob: At what point does the public sector endorse this if it is privately run? Would the governor point to this?

Scott: There will be a board for direction. I can see a Virginia focal with three disciplines under it, air, land, and sea. I think the state would have some interest in this.

Guy: The state government is a stakeholder; this will bring revenue into the Commonwealth. And it is good for industry as well. The fuel is industry. Help the firms already here. And consider international also.

Bob: What are we really trying to do here? To ensure that industry has incentives to contribute and that the government has an interest. We need to consider the supply chain. Small firms also.

Guy: Suggests that the board should include a strong voice of mid to small firms.

Bob will put together something on a market survey for the committee. Funded by industry but needs a governance model to include industry and government.

Dave: We need to keep in mind the need to recommend specifics regarding gaps in the available incentives that Virginia offers.

Bob: Suggests that their finance group provide inputs. Also discussion of using the Commissioners as input data points and each calling their networks and supply chain to ask. Dave to put together a proposal.

### **2:10: Public Comments**

Joel Coulter. Has data that he can send us. I am glad to contribute.

Daniel Morris: Has a couple of surveys done at NASA (Linda Fowler). And a Tracxn report on Drones. He will send to me for posting.

Guy: That is how ASSURE was funded. There was to be no revenue the first year, all the contributing firms knew that. I see far more tangible results than our other association membership.

### **2:20: Motion to adjourn (Scott) seconded (Guy)**